



Trade World UTAH

January 2004

Calendar of Events

Published by:

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In Cooperation With:

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January 21
2:00-4:00 p.m.

Topic:

Cost:

INT'L SHIPPING & DOCUMENTATION WORKSHOP

Salt Lake Chamber of Commerce, Eccles Room
175 East 400 South, Suite 600, Salt Lake City
Int'l Shipping & Documentation Workshop
(part 2 of a 4 part series)
Topics will include: 1) BXA & Export Licensing and 2) Essentials of Shipping, Documentation, & Packaging.
Free of charge.
Please register by phone: 801/524-5116, e-mail: David.Fiscus@mail.doc.gov, or online at www.buyusa.gov/rockymountain/utah.html
For information on future installments of the Basics of Exporting Workshop Series, please see page three.

January 30
12:00- 1:30 pm

Topic:
Speaker:

Cost:

World Trade Association of Utah's Annual Kickoff Event

Little America Hotel & Towers
500 South Main Street, Salt Lake City, UT 84101
"Doing Business with China"
Jon Huntsman, Jr., Vice Chairman of the Board of Huntsman Corporation and former U.S. Ambassador to Singapore
The WTA is offering a *discounted* rate of \$20.00 for its kickoff event (includes both the presentation and lunch).
***Starting in February 2004, paid WTA members will receive discounts and/or free luncheons each month, depending on membership package. All non-WTA members will be invited to attend monthly luncheon events at a cost of \$35.00 (to include both the presentation and lunch). For membership information, please email the WTA at utahworldtrade@msn.com. See page two for additional information.*
RSVP: Please call the Global Management Center at 801-422-6495 and be ready with your 1) name, 2) company, 3) e-mail address and 4) phone number. Or email the preceding information to utahworldtrade@msn.com. **All RSVPs are due by 5:00 pm on Tuesday, January 20th.**

March 25
9:00 a.m.- 5:00 p.m.

Location:

Cost:
Registration/More Info.:

Essentials of Export Controls Workshop

This workshop is an intensive, one-day program, covering the key information you need to know to comply with the Export Administration Regulations (EAR), including developing an understanding of: the Commerce Control List, product classification, the boycotted/embargoed countries list, and the denied parties/entities list. Professionals from the Bureau of Industry and Security (BIS) will cover the major elements of the U.S. export control system for commercial exports. This fast-paced program is ideal for those with busy schedules, and is a MUST for all exporters, including marketing and traffic managers, freight forwarders, export management companies, international attorneys, and those individuals dealing with the sale of high technology.
Thanksgiving Point, Rose Room
3003 North Thanksgiving Way, Lehi, Utah 84043
\$150
Please contact the Salt Lake Export Assistance Center at 801/524-5116 or online at www.buyusa.gov/rockymountain/utah.html. See page three for additional information.



Upcoming Events



Come see what the **NEW** World Trade Association of Utah is all about at the WTA's 2004 Kickoff meeting, Friday, January 30th! The WTA has a new location, new benefits, and it's finishing a brand new website...all for you as an international businessperson in Utah. The WTA has a great year lined up for you, starting with Jon Huntsman, Jr. (Huntsman Corporation), Bill Childs (RC Willey), and Patrick Byrnes (Overstock.com). Don't miss your opportunity to become a member of the WTA! For questions about the WTA or membership, please contact Bethanne Lenhard Kanzler at 801-422-6495 or utahworldtrade@msn.com.

The WTA is a non-profit organization comprised of individuals, corporations, government, academic institutions, and others having a common interest in promoting international commerce. The WTA provides a forum for the exchange of ideas and information through a schedule of monthly luncheons, speakers, seminars, workshops, publications, and special events.

Explanation of Membership and Benefits

Non-Member Fees

Lunch for Non-Members: \$35.00 each regular luncheon (\$20.00 each for January 30 kick-off event)

Membership Packages

Student Membership: \$45.00 per year (Jan – Dec)

*Details and Benefits of the Student Package (*Student ID required*)

1. Reduced price lunches (\$15.00; All RSVPs must be conducted in advance)
2. WTA Member rates for the Little America hotel
3. Access to WTA archives
4. Access to WTA directory of members, contacts, associates, and services
5. WTA credentials
6. Invitations for special events held by State organizations

Associate Membership: \$375 per year (Jan – Dec)

*Details and Benefits of the Associates Package:

1. WTA Member rates for the Little America hotel
2. Access to WTA archives
3. Access to WTA directory of members, contacts, associates, and services
4. WTA credentials
5. Invitations for special events held by State organizations
6. 1 free lunch at monthly meetings (All RSVPs must be conducted in advance)

Corporate Membership: \$675 per year (Jan – Dec)

*Details and Benefits of the Corporate Package:

1. WTA Member rates for the Grand & Little America hotels
2. Access to WTA archives
3. Access to WTA directory of members, contacts, associates, and services
4. WTA credentials
5. Invitations for special events held by State organizations
6. 2 free lunches at monthly meetings (All RSVPs must be conducted in advance, additional RSVPs are \$20.00)
7. Advertisement placards at each WTA event
8. Hole-sponsorship at the golf tournament

Global Membership: \$975 per year (Jan – Dec)

*Details and Benefits of the Global Package:

1. WTA Member rates for the Grand & Little America hotels
2. Access to WTA archives
3. Access to WTA directory of members, contacts, associates, and services
4. WTA credentials
5. Invitations for special events held by State organizations
6. 2 lunches at monthly meetings (All RSVPs must be conducted in advance, additional RSVPs are \$20.00)
7. Advertisement placards at each WTA event
8. Hole-sponsorship at the gold tournament
9. Priority notification for limited-seating events
10. 4-member team at the golf tournament
11. Once yearly Priority Presentation to the WTA
12. Advertisement on the WTA website
13. VIP invitation to the WTA Governor's reception

WTA Members will receive a reduction in membership fees for the following year based upon recruitment efforts as follows: \$150 for each Global Sponsor and \$75 for each Corporate Sponsor.



Upcoming Events

Expand Your Exporting Savvy With the Basics of Exporting Workshop Series

Wednesday, January 21

The Salt Lake City Export Assistance Center is conducting an International Shipping and Documentation Workshop (part two of a four-part series) on Wednesday, January 21, 2004, 2:00-4:00 p.m. at the Salt Lake Chamber of Commerce, Eccles Room. *Topics will include: 1) BXA & Export Licensing; 2) Essentials of Shipping, Documentation, & Packaging, presented by local international shippers.* To register, please call David Fiscus at the U.S. Department of Commerce on 801/524-5116 or e-mail David.Fiscus@mail.doc.gov.

Future monthly workshops will address the following topics: Basic Export Finance Workshop (February, day TBD); and Legal Aspects of International Business Workshop (March, day TBD). The Basics of Exporting Workshop Series is sponsored by the *Salt Lake Chamber of Commerce*, the *State of Utah District Export Council*, & the *U.S. Dept. of Commerce*.

Essentials of Export Controls

Thursday, March 25

This is an intensive, one-day program that covers the key information you need to know to comply with the Export Administration Regulations (EAR). Counseling and other professionals from the Bureau of Industry and Security (BIS) will cover the major elements of the U.S. export control system for commercial exports. This program is for all levels of expertise on export control issues and will answer questions such as: why BIS controls exports; types of controls; how to determine the classification of your product; whether a license is required or a license exception may be used; the licensing process and what to expect; when do re-export requirements apply; when is support documentation necessary; what are the export clearance and the SED requirements; how to ensure compliance; and how export controls are enforced.

Who should attend?

This fast-paced program is ideal for those with busy schedules, and is a MUST for all exporters, including marketing and traffic managers, freight forwarders, export management companies, international attorneys, and those individuals dealing with the sale of high technology.

About the Instructors

The instructors are experienced export policy specialists, and enforcement personnel from BIS's field offices, as well as representatives from other U.S. government agencies, as appropriate. The instructors will be available throughout the seminar to answer your questions on how the export regulations affect the export activities of your organization or client.

Location/ Time

Thanksgiving Point Institute (Rose Room), 3003 North Thanksgiving Way, Lehi, Utah 84043 (801-768-2300). Registration will begin at 8:00 am on March 25, 2004. The program will begin at 9:00 am on March 25, 2004 and end at 5:00 pm on March 25, 2004.

Registration

The registration fee for the Essentials of Export Controls is \$150 per person. The fee includes continental breakfasts, coffee breaks, lunches and conference materials. The registration fee is not refundable after March 20, 2004. To register, please call the Salt Lake City U.S. Export Assistance Center at 801/524-5116 or e-mail Salt.Lake.City.Office.Box@mail.doc.gov. Alternatively, individuals may register at <http://www.buyusa.gov/rockymountain/utah>. We accept payment by check only. Please send your check (payable to The Utah District Export Council) in the amount of \$150 to 324 S. State St., Suite 221, Salt Lake City, UT 84111. All registrations must be postmarked no later than March 16, 2004. A confirmation email will be sent to all paid registrants to verify their registration is complete.

Questions?

For more information or questions on the topics to be covered, please call BIS at (949) 660-0144 or (408) 998-7402 or Email us. For registration questions, please contact the Salt Lake City U.S. Export Assistance Center at (801) 524-5116.

**Are You Missing Out on the Free Market Research
Available at: www.export.gov?**

There are over 350 new market report submissions since last month. Search the Country and Industry Market Reports by country, region, industry and/or report type. Below are examples of reports you will find at www.export.gov.

Country Commercial Guides (CCGs); Large, comprehensive market outlook reports covering best sectors, economic & political outlook, in-country trade practices, and regulatory issues, to how to market in that country.

Industry Sector Analyses (ISAs); In-depth, sector-specific reports with detailed info on market size, entry strategies, marketing channels, competitors, and key contacts. To access these reports, go to www.export.gov and click on "Market Research".



U.S. Department of Commerce
Salt Lake Export Assistance Center
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Penalty for Private Use, \$300

Free "Environmental Export News" Newsletter

The U.S. Dept. of Commerce's Office of Environmental Technologies Industries (ETI) is the principal resource and key contact point within the U.S. Department of Commerce for American environmental technology companies. ETI's goal is to facilitate and increase exports of environmental technologies, goods and services by providing support and guidance to U.S. exporters. ETI's monthly newsletter (as well as market research and various informational links) is available at: <http://www.environment.ita.doc.gov>.

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